

Office of the General President

To: Jake McCarthy

From: Joseph Konowa

Jim and I thought it might be a good idea to run a little ad offering Auerbach's book for sale to any of our Locals who might care to purchase it. Thanks.

Central File

Oct. 4/60

DATE

ADMINISTRATIVE FILE

Auerbach, Irving

- X

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X

October 4, 1960

Mrs. Myrtle L. Auerbach
68 -7th Avenue
San Francisco 18, California

Dear Mrs. Auerbach:

I was shocked to learn of Irving's very untimely death and I have been giving some thought as to how best to help you.

I have authorized the placing of an advertisement in our National Magazine, which has almost two million circulation and I hope that this will enable to sell some of the remaining books.

Very truly yours,

James R. Hoffa
General President

JRH:as

cc: Jake McCarthy

Office of the General President

To: Jake McCarthy

From: Joseph Konowe

ADMINISTRATIVE FILE

Auerbach, Irving

X

OCT 3/60

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Very truly yours,

James R. Hoffa
General President

JRH:es

cc: Jane McCarthy

Irving Auerbach

68 - 7th Avenue

San Francisco 18, California

Author and Publisher

Sept., 27, 1960,

"Are Unions Necessary?"

"How To Organize The Unemployed"

"How To Be A Successful Shop Steward"

"How To Negotiate A Union Contract"

"Time and Motion Study and Job Evaluation"

"Simple Explanations of 'Right To Work' Laws"

"America's Billion Dollar Corporations"

"Company Unions"

"Taft-Hartley Inequities"

"10-20 and 50-Year Employee Buttons"

—and Other Timely Topics.

Mr. JAMES R. HOFFA, General President,
International Brotherhood of Teamsters,
5 Louisiana Ave., N. W.,
Washington 1, D. C.

Dear Mr. Hoffa:

You will be saddened to know that my husband was suddenly stricken while attending a Labor convention in St. Louis and passed away before help could arrive.

The children and I have been in a state of shock and the only thing that keeps me going is the thought of them and the belief that Irving would have wanted me to carry on his work into which he put his heart and soul, even to the point of dying for the cause of the working man.

He considered you a true friend because of the many kindnesses you had done him in the past and it is for this reason I am taking the liberty of writing you.

Irving had placed many hundreds of the Fourth Printing of "ARE UNIONS NECESSARY?" and I am continuing to do the correspondence and usual work on these orders just as I have always done at this end, while he did the actual selling of orders.

However, there are still a few thousand books left at the publishers' and I would like to finish the job Irving started and on which he had set his heart - to sell out the Fourth Printing.

Would it be possible for you to place a firm order for distribution perhaps at Christmas, for door prizes or for any other purpose to give to libraries and schools, etc., for your Local Unions and for your International Executive Board? If you would prefer that I write your Locals, I will consider confidential any information or roster you can provide me, and will use it to send only one letter describing our on-approval offer of free books with various numbers purchased, and will return the roster intact, without showing it to anyone else.

I will be grateful for any advice you can offer me as to how to sell the rest of the books because I know I have to keep Irving's business going in order to support the children. If you can do either of the above or if you can think of any other feasible way for me to place the books on firm order or approval, please let me hear from you. I know you are a busy man, yet Irving had such respect for you I do not hesitate to write you at this tragic time. Sincerely,

(Mrs. J. Auerbach)

Myrtle J. Auerbach

ADMINISTRATIVE FILE

Auerbach, Irving

X

X

April 25, 1960

Mr. Irving Auerbach
68 - 7th Avenue
San Francisco 18, California

Dear Mr. Auerbach:

Thank you for the copy of the fourth reprint
of "Are Unions Necessary?".

I shall take the earliest opportunity to
peruse it.

Very truly yours,

James R. Hoffa
General President

JRH/yk

Irving Auerbach

68 - 7th Avenue

San Francisco 18, California

100

Author and Publisher

"Are Unions Necessary?"
"How To Organize The Unorganized"
"How To Be A Successful Shop Steward"
"How To Negotiate A Union Contract"
"Time and Motion Study and Job Evaluation"
"Simple Explanations of 'Right To Work' Laws"
"America's Billion Dollar Corporations"
"Company Unions"
"Left-Wart Inequities"
"10-20 and 50-Year Employee Bottoms"
—and Other Timely Topics

April 12, 1960,

MR. JAMES R. HOFFA, President,
International Brotherhood of Teamsters,
25 Louisiana Avenue NW
Washington 1, D. C.

Dear President Hoffa:

Enclosed herewith is an autographed copy of the Fourth Printing of "ARE UNIONS NECESSARY?" which includes the special chapter "HOW TO NEGOTIATE A UNION CONTRACT" which you so very kindly helped me with at the Fairmont Hotel, and another short chapter with which I was inspired when I heard your replies to questions by Ray Christianson of the Examiner, entitled, "TASTING TRUTH ABOUT UNIONS" (Page 266.)

You will be pleased to know that Brother Harold Gibbons gave a sincere and logical talk before the Materials Handling and Packaging Conference yesterday at Wheeler Hall, University of California. He outshone in interest and good sense Mr. St. Sure of the employers and the editor of the Automation Journal.

My kindest regards and great appreciation for your encouragement and cooperation in my efforts,

Sincerely your friend,

Irving

IJA:MLA
oeiu-#3-afl-cio

IRVING AUERBACH

Dear President
Hoffa -
I think you
will like my
new tone -
and hope you can
use a few hundred
thousand -
Best wishes
Lawrence

ADMINISTRATIVE FILE

Auerbach, Irving

X

X

IS IT REALLY TRUE.

MR. KNOWLAND

By Irving Auerbach
Member Local Union 659 I.A.T.S.E.
and M.P.H.O. A. F. L.- C. I. O.

Copyright 1958
Irving and Myrtle Auerbach
All Rights Reserved. No part
of this pamphlet may be used
or reproduced in any manner
whatsoever without written
permission from the Copyright
owners. For information write
to Irving Auerbach, 68 --7th Avenue
San Francisco 18 California

To my friend
James Haffa
a sincere dedicated
and eminently capable
union leader
with profound
respect
fraternally
Irving Auerbach

IS IT REALLY TRUE?

--MR. KNOWLAND

* This question applies to each of the following:

THE VOTERS ARE SAYING - -

That widow Herminia Feralta Darric, whose husband William E. Dargio, died in 1911 and owned the fabulously profitable newspaper, OAKLAND TRIBUNE, was bilked by your father, Joseph Knowland, of its control. ("America's House of Lord's" by Author Harold L. Ickes, former U. S. Secretary of the Interior.)???

That salesmen, reporters, photographers, compositors, preasmens, lithographers, electricians, machinists, truck-drivers, office employees and other highly-skilled loyal men and women working for you under Union contracts have built your fortune to the high point where you are now rated a millionaire many times over ???

That you figure a "Right-to-Work" Law would make it possible for you to cut wages of your employees ONE-HALF or more, increase hours, eliminate "fringe benefits", such as, termination pay, vacations, health, accident and death benefits, hospital and sick benefits, pensions and many other advantages that have been won "the hard way" by sincere, dedicated Union leaders and the expenditure of millions of dollars of Union funds for attorneys and court costs ???

IS IT REALLY TRUE? Mr. Knowland - -

That you could increase your profits by as much as \$2,000,000 a year then because you would NOT need to reduce the price of your newspaper from 10 cents a copy nor the cost of your advertising space ???

That big advertisers employing many wage-earners, such as department and chain stores, oil, power and electric, railroads, airlines, street-car and bus, automobile, home appliances, ship building, transportation and all other enterprises would feel beholden and grateful to you for making it possible for them to reduce wages drastically, increase hours of work and make their own conditions of employment to show generous appreciation by increasing their advertising budgets in the Knowland-owned OAKLAND TRIBUNE to further fatten profits???

That big employers and employer groups are spending millions of dollars on a professionally-designed campaign and ambitious politicians are sharpening their wits to help you foist upon wage-earners the vilest, most unholy, unfair and un-American legislation within the history of Organized Labor - - and you have been chosen the "fair-haired boy" by them to wreck Unions in California ???

IS IT REALLY TRUE? Mr. Knowland - -

That if the Republican Administration is going to let you keep only a measly \$500,000 or so a year after tax reductions from the profits of your newspaper and other enterprises you feel that you MUST increase your annual "clear profits" even though the barely-enough wages of those who are working for you so hard, so efficiently and so successfully must be HALVED to do it ???

That your women-folk (you have placed them as your advocates for Governor and therefore subject them to question, too) have ridden on cable-cars seldom, if ever, before the recent time they were photographed sitting on them for publicity purposes ???

"IS IT REALLY TRUE, MR. KNOWLAND?"
Page Two

That your ladies have never had to whip up a full supper for a hungry working husband and three or four hungry working or school children after your ladies themselves, have worked a full eight-hour shift at some confining job as waitresses, laundry workers, hotel workers, office workers, truck drivers, machinists or other employment that "tests the soul" ???

That you do not fully realize the vital reasons why working men and women need sincere, capable, intelligent and aggressive Union officials to speak, work and fight for their rights with selfish, money-hungry employers ???

That you could never have the slightest feeling of empathy for wage-earners and their families because you have never had to work for your schooling or living because your rich father provided every conceivable advantage for your education and enjoyment in your youth, and that since you were 24 years of age, by your own statement before the California State CIO Convention at Fresno this year, you have been in public employment at tax-payers' expense ???

That a "Right-to-Work" Law would make employment the same as an auction sale in reverse ???

That under a "Right-to-Work" Law whether qualified or not by training and experience, nobody could get employment except for whatever you and other employers want to pay wage-earners under your own terms and that those who would work for the least would get the jobs ???

IS IT REALLY TRUE? MR. KNOWLAND - -

That as an elected representative of the people you have never done anything socially nor economically for the greatest number of voters (working people and their families) who have been responsible for your political success ???

That for all of the above the voters may say that you haven't got "a Chinaman's chance" of being elected Governor of this great and sovereign State of California, and that your chances of becoming President of the United States are as slim as an unseen microbe ???

If all the above is true, Mr. Knowland, -

you've got an awful lot to answer for to God, to working people and to Voters! YOU KNOW THE ANSWERS, MR. KNOWLAND - - you are an influential Republican and very close to where you can get the answers - tell us also - -

How is it that poor, hard-working men and women and their children are held down by employers to the barest kind of living because of withholding tax, social security, old age pensions, insurance and other factors that keep them scratching for a living every day of their lives without any hope for a prosperous future nor easier old age until the "call" comes for them to leave this mundane world - while employers wax fat on their talents, time and energy ???

Do you know that the majority of wage-earners and their families never seem to enjoy life because they are constantly worrying about getting enough money just to live and pay their bills? They are like rats on a treadmill - no matter how hard they try to improve their lot they never get anywhere! Employers seem to devise means to keep them constantly at a wage-level just below their monetary needs and at a bare living, don't they?

Is it any wonder children of wage-earners must quit school and begin working for wages as soon as possible to amplify the family income? Why should it be necessary that both parents and children work every day of their lives just to pay their bills and live an uninteresting life ???

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The "RIGHT TO WORK" CHEAP

IF ALL THESE ACCUSATIONS AND STATEMENTS ARE TRUE - as the Voters say they are - - isn't it a shame that you do not have any feeling for your fellow-citizens - men and women who struggle so hard all their lives just to live?

IT IS TRUE, MR. KNOWLAND, that wage-earners are people, too and just as anxious to walk with dignity and command respect as you and all those whom chance has provided with special advantages and opportunities!

"Big Business" and its political "stooges" have laid out a remarkable campaign to make the rich in the United States richer than ever in the history of the nation -

Just one short year ago financial wizards listed 81 American billion-dollar corporations and now, just twelve months later, although 81 million men and women who must work for daily wages to survive are out of employment and the American people are suffering a deep depression which "big business" and labor-relations publicists term a "recession," THERE ARE nearly 100 billion-dollar CORPORATIONS listed!

But employers do not think this is enough! Many figure that if they could get all the money and the poor working people have nothing but what big employers want to pay them, it would be the millenium for them - the glorious and marvelous United States would become another China, India, Burma or Egypt where workers get a bowl of rice, a cup of tea three times and ten cents for a dawn to twilight day of hard labor! - and working people would be reduced to slavery by a very high aristocracy.

WHAT UNION ANTAGONISTS REALLY MEAN IS

the "RIGHT-to-WORK (CHEAP)"

DON'T THEY ???

SPECIAL NOTE TO VOTERS:

You, the patriotic and understanding citizens of California are the REAL BOSSSES - do the right thing and VOTE AGAINST the EMPLOYER-EMPLOYEE RELATIONS INITIATIVE CONSTITUTIONAL AMENDMENT - the name that will appear on the ballot for the so-called "Right-to-work" Law. It is very NECESSARY for your social and economic future that

YOU REMEMBER TO VOTE NO!

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WILL "RIGHT-TO-WORK" WIN?
brothers and sisters -- THAT'S UP TO YOU!

The ONLY possible chance to lick this vile, unholy, unfair un-American "Right-to-Work (CHEAP)" law is to publicize the TRUTH about the remarkably fine job Union Officials have done and are doing to improve the wage-earners' way of life socially and economically, employers by stabilizing wages, hours and conditions and the general public by encouraging better products and services at less cost!

SELISH, MONEY-HUNGRY employers and employer groups and ambitious politicians are spending millions of dollars and using every "catch-phrase" possible to hoodwink the voters into thinking this "Right-to-Work (CHEAP)" law will be better for working people. DON'T BELIEVE IT!

The ONLY reason for the success of antagonists of Organized Labor in bringing this horrible law in certain states to men and women who work from day to day for a living is that Union Officials have hidden their many good deeds "under a bushel" and not only does the general public NOT know but members, their wives and children do not realize what has been done to raise their standard of living to the high point it is TODAY.

In States where "Right-to-Work (CHEAP)" laws exist

? WERE FOOD, CLOTHING AND RENT REDUCED, AS PROMISED? NO!
? WERE GAS, LIGHT AND POWER COSTS REDUCED, AS PROMISED? NO!
? ARE WAGES AS HIGH, HOURS THE SAME AND WORKING CONDITIONS AS GOOD, AS EMPLOYERS PROMISED? THEY ARE NOT!

: WAITERS IN THE "PLUS" HOTELS ARE GETTING \$2.75 A DAY!
: HOTEL MAIDS ARE PAID \$1.50 A DAY FOR CLEANING 22 ROOMS each day!
: LAUNDRY WORKERS ARE PAID \$3.44 AN HOUR!
: RETAIL CLERKS ARE PAID \$2.44 AN HOUR!
: MACHINISTS WHO WERE PAID \$3.33 AN HOUR for certain classifications of work before the "Right-to-Work (CHEAP)" law passed are NOW PAID \$1.05 AN HOUR!

--- and THIS IS HOW IT IS right down the line!

Telephone calls are still 10¢, newspapers still 10¢, shirt collars cost 20¢ each to wash and iron, cotton shirts 50¢ each to wash and iron, coffee is still 80¢ a lb., butter 75¢ a lb., house rent the same, everything is the same or higher - - ONLY WAGES HAVE BEEN DRAMATICALLY REDUCED!

YOU CAN LICK the evil ANTI-UNION FORCES by using the most powerful weapons known - TRUTH AND UNDERSTANDING as related convincingly & interestingly in

Labor's \$50,000 Golden Book, "ARE UNIONS NECESSARY?" (\$3.95)

By Brother Irving Auerbach, L. U. 659 IATSE & HFMU, AFL-CIO

(3½ years research and travel completely around the globe, 45 years experience in the Labor Movement)

LOAN, SELL OR GIVE COPIES of this easy-to-read and -understand book to as many members, their wives, adult children, hi-school and college students, library patrons, ministers (for sermons), lawyers, doctors, small business men and women as your Union can afford - if your Union will put forth the effort to have this book widely read in your area you will be doing a powerful good to protect ALL that you have worked and fought so hard and long to accomplish for your members!

REMEMBER - TO CHANGE A LAW AFTER IT HAS PASSED IS VERY EXPENSIVE AND VERY DIFFICULT - PREVENT IT NOW AND SAVE TIME, ENERGY AND MONEY!

CHECK YOUR CHOICE - MAILED ON 40-days APPROVAL (is this fair?)

20 Copies \$79. ONE EXTRA FREE 32 copies \$126.40 FOUR EXTRA FREE!

64 copies \$252.80 - TEN EXTRA FREE!

PLEASE WRITE YOUR NAME CLEARLY

TITLE

NAME & LOCAL NUMBER OF UNION

UNION STREET ADDRESS

City

State

oeiu-3-afl-cio-mia Irving Auerbach, 62-7 Ave., San Francisco 18, Calif.

BROTHERS AND SISTERS --WILL "RIGHT TO WORK"
BE REPEALED? --THAT'S UP TO YOU!

IT CAN BE DONE AS SURE AS NIGHT FOLLOWS DAY!

MAINE, DELAWARE, LOUISIANA AND NEW HAMPSHIRE DID IT -- and SO CAN YOU!

REMEMBER THE PROMISES EMPLOYERS AND EMPLOYER GROUPS AND AMBITIOUS
POLITICIANS MADE before the "Right-to-Work" cheap law was enacted?

HAVE FOOD, RENT AND CLOTHING PRICES BEEN REDUCED, AS PROMISED?

HAVE ELECTRICITY, TELEPHONES AND NEWSPAPER COSTS BEEN REDUCED?

HAVE WAGES, HOURS AND CONDITIONS REMAINED THE SAME, AS PROMISED?

HAVE OLD AGE PENSIONS, SICK AND ACCIDENT BENEFITS AND LIFE INSURANCE,
JOB TERMINATION PAY, VACATIONS WITH PAY, SOCIAL SECURITY, 40 HOUR
WEEK, TIME AND A HALF FOR OVER-TIME AND OTHER "FRINGE BENEFITS"
YOUR UNION OFFICIALS FOUGHT SO HARD AND LONG TO WIN, REMAIN THE SAME?

HOW DO WAGES COMPARE WITH OTHER STATES WHERE THERE ARE NO
"RIGHT TO WORK" CHEAP LAWS?

ARE MACHINISTS IN YOUR STATE PAID \$3.80 AN HOUR?
CARPENTERS \$3.85 AN HOUR? TEAMSTERS \$3.90 AN HOUR?
LABORERS \$3.62 AN HOUR? HOTEL WAITERS \$2.25 AN HOUR?
LAUNDRY WORKERS \$2.15 AN HOUR? BARTENDERS \$4. AN HOUR?
RETAIL CLERKS \$2.90 AN HOUR? -- AND ALL THE BENEFITS?

AND THE BEST PART OF THIS IS, EMPLOYERS ARE PROFITTING ENORMOUSLY!
If business is bad in your State, selfish employers can blame themselves!
When working men and women are NOT PAID ENOUGH they cannot spend.

EDUCATION AND ENLIGHTENMENT OF THE REMARKABLE GOOD UNION LEADERS
HAVE DONE AND ARE DOING IN BEHALF OF MEMBERS, SOCIALLY AND ECONOMICALLY,
FOR EMPLOYERS. BY STABILIZING WAGES, HOURS AND CONDITIONS AND THE PUBLIC
BY ENCOURAGING BETTER PRODUCTS AND SERVICES AT LESS COST ARE THE MOST
POWERFUL WEAPONS KNOWN TO LICK THE ENEMIES OF ORGANIZED LABOR!

PUT ON A POWERFUL CAMPAIGN TO LET EVERYONE LEARN THE TRUTH ABOUT UNIONS
AS RELATED INTERESTINGLY AND CONVINCINGLY IN LABOR'S \$50,000 GOLDEN

BOOK, "ARE UNIONS NECESSARY?"

By Brother Irving Auerbach, L.U. 659 IATSE & MPMO AFL CIO
(3 1/2 Years research and preparation-Year-long search completely
around the globe. 45 years on-the-job experience in the Labor Movement!)
Easy to read and understand -- ALL the BIG words were left in the
dictionary.

GIVE, LOAN AND SELL COPIES OF THIS REVEALING BOOK to your
members, wives, husbands and children, college students, library
patrons, ministers (for sermons), doctors, lawyers, merchants
and every other voter you can contact -- You will be doing a very
important and powerful job to have the "Right-to-Work" cheap law
in YOUR STATE REPEALED.

COPIES MAILED ON 40 DAYS APPROVAL -- APPOINT A COMMITTEE TO READ
THEM BEFORE YOU PAY FOR THEM (IS THIS FAIR?)

CHECK YOUR CHOICE:

20 Copies \$79. ONE EXTRA FREE.
32 Copies \$126.40 FOUR EXTRA FREE
64 Copies \$252.80 TEN EXTRA FREE

REMEMBER: EVERY DAY YOU DELAY COSTS YOU MONEY. PLEASE WRITE CLEARLY.

YOUR NAME _____ TITLE _____

NAME OF UNION _____ NUMBER _____

UNION STREET ADDRESS _____

CITY _____ STATE _____

oeiu-3-afl-cio-mia Irving Auerbach, 68 - 7th. Ave. San Francisco, Calif.

ADMINISTRATIVE FILE

Auerbach, Irving

May 13, 1958

C
O
P
Y

Mr. Irving Auerbach
68 7th Avenue
San Francisco, California

Dear Mr. Auerbach:

I have taken your communication of May 9th up with President Hoffa and regret to inform you that the International Union is in no position at this time to take up the project you propose. If at some time in the future this becomes a possibility, I will, at that time, be in touch with you.

Fraternally yours,

H. J. Gibbons,
Executive Assistant to the
General President

HJG/yh

Irving Auerbach
68 7th Avenue
San Francisco, California

71

May 9th, 1958,

Mr. Harold J. Gibbons,
International Brotherhood of Teamsters,
Chauffeurs, Warehousemen and Helpers of America,
25 Louisiana Avenue, N. W.,
Washington 1, D. C.,

Dear Brother Gibbons:

The enemies of Organized Labor, selfish, money-hungry employers and employer groups sparked by the National Association of Manufacturers, Associated General Contractors and their political "stooges", are planning the most horrible restrictions on Unions in the history of the nation.

Not only does the general public not understand the vital importance of Unions but many of our own members, their wives and adult children believe all the vile-colored stories in the daily press.

It seems to be entirely logical that your great Union, largest in the United States, should send copies of "ARE UNIONS NECESSARY?" to each University, public library and large newspaper so that those who will soon become prospective members and employers and seekers of Truth be given an opportunity to judge Unions with honest facts!

An "Ex Libris" carrying the Teamsters' name and emblem should be pasted in the inside front of each book-cover and I feel certain that the book will create far better understanding of the aims and accomplishments of your officers, members and of Unionism generally.

I have a list of all colleges, universities, libraries and newspapers in the United States and will be pleased to pack, address, and label whatever number of copies you wish to mail to each, and will ship them all to you ready for mailing from Washington, D. C. at a 25% discount.

This will prove to be the best public relations job ever done by any Union in the United States and Canada and will do a tremendous good for making better appreciation for what you are doing and planning to do to help men and women who work for daily wages.

I will fly to Washington for a more detailed discussion of this plan, with you and President Hoffa. Will you please let me know at your earliest convenience? With kindest regards and best wishes,

Fraternally,

Irving Auerbach
IRVING AUERBACH

IJA:MLA oei-u-3-afl-cio



OFFICE OF
JAMES R. HOFFA, GENERAL PRESIDENT
80 LOUISIANA AVE., N.W.

INTERNATIONAL BROTHERHOOD
OF
TEAMSTERS-CHAUFFEURS-WAREHOUSEMEN & HELPERS
OF AMERICA

WASHINGTON 1, D. C.

Mr. Irving Auerbach
68 - 7th Avenue
San Francisco 18, California

Dear Mr. Auerbach:

You are to be commended for the able job you have done in presenting the answer to the question "ARE UNIONS NECESSARY?" Your book is a clear, concise expression of the role and function of the Union and should enjoy wide reading.

Fraternally yours,

James R. Hoffa
James R. Hoffa,
General President

JRH/yk

MAR 13 9 41 AM 1959

WILL "RIGHT-TO-WORK" WIN?

BROTHERS AND SISTERS -- THAT'S UP TO YOU!

HOLD FIRMLY TO YOUR PURPOSE -- PUBLICIZE THE TRUTH about UNIONS and you will lick this unfair, unholy, unAmerican law and other anti-Union laws that threaten wage-earners fostered by selfish, money-hungry employers and employer groups and ambitious politicians!

Working men and women in 18 States are being stifled in their Organizing and Negotiating now by anti-Union forces!

UNION OFFICERS! DO NOT HIDE YOUR GOOD WORK UNDER A BUSHEL!

The reason for the success of enemies of Organized Labor in imposing the Taft-Hartley Act, Senate investigations and "Right-to-work" and other anti-Union legislation on wage-earners has been the question "What good are Union officials doing to improve the workers way of life socially and economically, employers by stabilizing wages, hours and conditions and encouraging better products and services for the public at less cost?" YOU CAN BE PROUD OF YOUR ACCOMPLISHMENTS!

SPECIAL NOTE: Because the great majority of voters do not know the TRUTH about UNIONS they may be hood-winked into voting for vile nefarious, anti-union laws here!

?? WILL FOOD, CLOTHING AND RENT BE REDUCED -- AS EMPLOYERS PROMISE?

?? WILL GAS, LIGHT AND POWER COSTS THEN BE REDUCED AS EMPLOYERS PROMISE?

?? WILL WAGES BE AS HIGH, HOURS AND WORKING CONDITIONS THEN BE AS GOOD? -- AS EMPLOYERS PROMISE? WHO WILL BENEFIT MOST BY THESE ANTI-UNION LAWS?

?? WHERE WILL WORKING PEOPLE GET THE MONEY WITH WHICH TO BUY THEIR NEEDS IF THEY GET POORER AND POORER? HOW CAN BUSINESS PROSPER THEN?

BROTHERS AND SISTERS -- YOU CAN LICK THESE ANTI-UNION FORCES EASILY by using the most powerful weapons known - TRUTH and UNDERSTANDING as related interestingly and convincingly in --

Labor's 550,000 Golden Book, "ARE UNIONS NECESSARY?"
By Brother Irving Auerbach, L.U. 659 IATSE & IPMO AFL-CIO

to publicize FACTS from it in your local newspapers, labor papers, report sheets, public speeches and talks to your membership about HOW FAR DOWN the wage-earners standard of living can be shoved as has been done in Japan, Korea, China, Java, Straits Settlements, Burma, India, Egypt, Russia, Roumania, Hungary and other back-ward Countries where men, women and children have suffered "Right-to-work" laws for centuries!

It's UP TO YOU TO FIGHT BACK NOW! ORDER AS MANY COPIES OF "ARE UNIONS NECESSARY?" as your Union can afford -- there is NO TIME LEFT TO WAIT! Loan or give them to your members, their spouses, adult children, high-school and college students, library patrons, ministers, lawyers, doctors and others in your area so they can know the TRUTH and understand WHY it is vitally necessary for working people to have UNION LEADERS speak, work and fight for their rights!

MAILED ON 30-DAY APPROVAL -- APPOINT A COMMITTEE TO READ THEM and REPORT BACK so you can judge for yourselves. Is this fair?
CHECK YOUR DEAL

() 19 Copies \$75.05 ONE EXTRA FREE!
() 32 Copies \$126.40 FOUR EXTRA GIVEN FREE!
() 64 Copies \$252.80 TEN EXTRA GIVEN FREE!

WRITE YOUR NAME CLEARLY

TITLE

NAME AND NO. OF YOUR UNION

UNION'S STREET NUMBER

CITY

STATE

oeiu-3-afl-cio-mla Irving Auerbach, 68-7th Ave. San Francisco, Calif.

ADMINISTRATIVE FILE

Auerbach, Irving

X

March 20, 1958

C
O
P
Y

Mr. Irving Auerbach
68 - 7th Avenue
San Francisco 18, California

Dear Mr. Auerbach:

You are to be commended for the able job you have done in presenting the answer to the question "ARE UNIONS NECESSARY?" Your book is a clear, concise expression of the role and function of the Union and should enjoy wide reading.

Fraternally yours,

James R. Hoffa,
General President

JRH/yh

LABOR'S GOLDEN BOOK

"ARE UNIONS NECESSARY?"

Second Printing Including New Extra Chapter

"How to be a Successful Shop Steward"

(Committeeman, Delegate)

By Irving Auerbach

Local Union 659 I.A.T.S.E. and M.P.M.O., A.F.L.-C.I.O.
68 - 7TH AVENUE
SAN FRANCISCO 18, CALIFORNIA
March 5th. 1958

Endorsed and Recommended by

A. J. HAYES, International President
International Association of Machinists
JOHN P. BURKE, President-Secretary
International Brotherhood of Pulp,
Sulphite and Paper Mill Workers
DAVID J. McDONALD, President
United Steelworkers of America
L. S. BUCKMASTER, President
United Rubber, Cork, Linoleum and
Plastic Workers of America
JAMES G. CROSS, President
Bakery and Confectionery Workers
International Union of America
EARL F. FELLER, International President
International Union of United Brewery,
Flour, Cereal, Soft Drink and Distillery Workers
MARIO AZPETA, International President
Cigar Makers International Union of America
JAMES G. CAMPBELL, National President
American Federation of Government Employees
CHESTER A. SAMPLE, President
International Molders and Foundry Workers Union
J. A. GEHRM, President
Communications Workers of America
RICHARD WALSH, International President
International Alliance of Theatrical Stage
Employees and Moving Picture Machine Operators
JESSE CLARK, President
Brotherhood of Railroad Signalmen of America
S. P. MING, President
American Federation of Grain Millers
ANTHONY MATZ, President
International Brotherhood
of Firemen and Oilers
ELMER E. WALKER, General Vice-President
International Association of Machinists
JOSEPH I. LEWIS, Secretary-Treasurer
Union Label and Service Trades Department
GEORGE J. RICHARDSON, Secretary-Treasurer
International Association of Fire Fighters
PATRICK E. GORMAN, Secretary-Treasurer
Amalgamated Meat Cutters and Butcher
Workmen of North America
GEORGE HARDY, Vice President
Building Service Workers
International Union
S. E. GENDRETT, President
Marine Firemen's Union
A. T. WYNN, Secretary-Treasurer
Bay Cities Metal Trades Council
JACK BOLDBERGER, President
San Francisco Labor Council
ROLAND YOUNG, Secretary-Treasurer
Bay Counties
Council of Painters
C. B. BASTALINI, Secretary-Treasurer
Bay Counties District Council
of Carpenters
BUZZ McCAPFREY, Secretary
Local No. 508 Amalgamated Meat
Cutters and Butcher Workmen of America
and hundreds more officers of International,
National, State Federations, Area, District
and Local Labor Councils and Unions in
the United States, Alaska, Hawaiian Islands
and Canada.

Mr. James R. Hoffa, President
International Brotherhood of Teamsters, Chauffeurs,
warehousemen and Helpers,
25 Louisiana Avenue, N. W.,
Washington 1, D. C.,

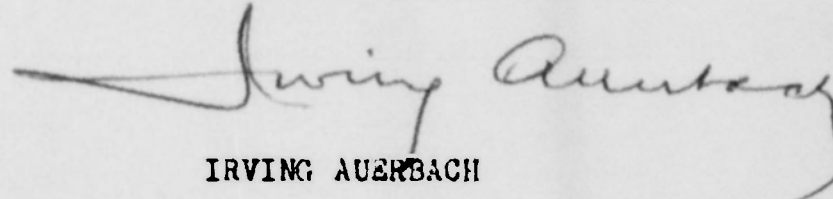
Dear President Hoffa:

You were so cooperative and complimentary about my book in Miami that I would greatly appreciate a testimonial letter from you with permission to show it to other Union officials.

You are a remarkably capable administrator and I predict your Union will gain greater heights than ever under your leadership.

With my profound respect and best wishes,

Sincerely and fraternally,


IRVING AUERBACH

IJA:mla
oeiu-3-afl-cio

DAVE BECK
General President



International Brotherhood of
**TEAMSTERS, CHAUFFEURS
WAREHOUSEMEN & HELPERS of America**

AFFILIATED WITH AMERICAN FEDERATION OF LABOR

100 INDIANA AVENUE, N. W. • WASHINGTON 1, D. C. • STERLING 3-0525

Mr. Irving Auerbach
68 - 7th Avenue,
San Francisco 18, California

Dear Mr. Auerbach:

Your book was exceedingly interesting and I found the personal references and experiences very enlightening. I must commend you for an exceedingly fine job in presenting, in simple terms, the answer to the question "Are Unions Necessary".

Best wishes in your efforts.

Fraternally yours,

DB:aw
jo

WALTER L. JONES
President
E. S. BENJAMIN
Vice-President
PETER A. ANDRADE
Director and
Secretary-Treasurer



INTERNATIONAL BROTHERHOOD OF
TEAMSTERS, CHAUFFEURS, WAREHOUSEMEN & HELPERS OF AMERICA
WESTERN COUNCIL OF CANNERY AND FOOD PROCESS WORKERS UNIONS
REPRESENTING ELEVEN WESTERN STATES

552 Denny Way
SEATTLE 9, WASHINGTON
AUtuel 1418

Room 612, 25 Taylor Street * Golden Gate Building
SAN FRANCISCO, CALIFORNIA
PRospect 5-9161

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Hood River, Oregon
Manuel Castro
Hayward, California
Cal W. Williams
Yakima, Washington
George Nelson
San Francisco, California
John Steiner
Kent, Washington

April 5, 1955

Mr. Irving Auerbach
68 - 7th Avenue
San Francisco 18, California

Dear Mr. Auerbach:

Enclosing your letter from General President
Dave Beck herewith.

I, too, agree with President Beck that your
book was extremely interesting, and, I will be most
happy to aid your endeavor to have your book reach
the hands of all labor.

Sincerely yours,

Peter A. Andrade
Peter A. Andrade
Director

PAA:vm

Encl.

Irving Auerbach Says Author, producer, unionist

Years ago, Irving Auerbach started to travel around the world to find out how wage earners worked and played and lived. He reports his findings in a lively book called *Are Unions Necessary?* The I.A.M. Executive Council recommends that local lodges buy copies for distribution to officers and committeemen and that reports be made on the contents of the book at meetings. Copies of the book can be ordered from the author, 66 Seventh Ave., New Francisco, Calif. Here are a few excerpts:

CERTAINLY NO EMPLOYEE could have obtained wage increases, social and job security, vacations with pay, premium pay for especially technical and hazardous work, health and accident insurance, job security pay, old-age pensions, death benefits and numerous other advantages, by his own efforts.

Certainly no employer could have solved the complex, complicated, and often hazardous problems of speedy and skillful production at low cost to sell what he has to offer in highly competitive markets, alone, by his own efforts. Certainly no citizen could enjoy the high standard of living today made possible as a result of cooperation of union labor leaders, union am-



Are Unions Necessary? My Answer Is: YES

ployers and the intelligent use of capital to raise his living standard, alone, by his own efforts.

Wage-earners are usually inarticulate in expressing what they want for their talent, time and energies, and few know how to get what they are entitled to receive. Leaders in the labor movement are needed desperately to represent these people at the bargaining table with employers, employer groups, wage stabilization boards and other agencies.

They are in office because they have been elected by their members or delegates as a result of confidence in them, according to democratic principles laid down in the constitutions of their unions and are doing the best they can to help their members, economically and socially.

I say with certainty that 99.44/100 per cent of all unions may be justly proud of their accomplishments in behalf of their members. Of course, mistakes have been made and will continue to be made as long as leaders are trying new methods to help and improve their members' way of life. Where human elements are in conflict it is sometimes difficult to know exactly what will prove to be right and what will prove wrong in any experiment.

It is generally known, however, that it is a rare occurrence when an employer voluntarily offers wage increases and social benefits to his employees. Therefore some pressure must be used to obtain them.

Tremendous advances and improvements of the wage-earner's lot can be attributed to a high degree to the capabilities, sincere efforts and integrity of the vast majority of labor leaders. In every group can be found some weak people who are being carried along by the strong. One must not judge all labor leaders by the very few unworthy ones that have been found among them.

How stupid, foolish and wrong it is for wage-earners not to belong to the union that embraces their type of employment, denying themselves and their families what has been won by union members through long tireless struggles, and share in the wonderful benefits and advantages in the future.

The answer to my question, "Are Unions Necessary?" is inexorably, relentlessly and inflexibly, YES!

The Machinist

The official weekly newspaper of the
INTERNATIONAL ASSOCIATION OF MACHINISTS
New Machinists Building, Washington 4, D. C.
ADems 3-4309

A GRAND LODGE PUBLICATION

Gordon H. Cole, Editor

Associates:

June Stokes, Henry Lowenstein, Dean Roth,
Al Glover, Margaret Dehart

Mailed each week to every member of the International Association of Machinists in accordance with its constitution and referendum action. Subscription price to non-members \$2 per year. Back copies 10 cents each.

Affiliated with AFI-CIO

FOR THE MEMBERS • BY THE MEMBERS • FOR THE MEMBERS

ADMINISTRATIVE FILE

Auerbach, Irving
 -X-
 -X-

✓
 IRVING AUERBACH
 68 7th AVENUE
 SAN FRANCISCO 18, CALIF.

August 24th. 1956

Mr. Dave Beck, President
 International Brotherhood of Teamsters, Chauffeurs,
 Warehousemen and Helpers of America
 100 Indiana Avenue NW
 Washington 1 D.C.

Dear President Beck

All copies of the 1st printing of "ARE UNIONS
 NECESSARY?" are sold and for the 2nd printing I would like to
 add a "Special Chapter of Achievement" (3,000 words) of your
 great Union.

As largest it seems logical that your Union
 should be as a symbol of the great strides that have been made
 by Unions generally in behalf of their members, industry and
 the public.

This "Special Chapter of Achievement" will
 not cost you or your Union any money for writing, composing,
 printing, binding or anything else. I will pay all the costs
 out of my own pocket because I think the added sales it will
 create will justify the added expense of publication and I
 will appreciate your acceptance of the idea.

You may write the ms yourself or I will
 gladly ghost-write it for you under your name if you will
 supply me with the step-by-step accomplishments of your
 Union since its inception, in pithy paragraphs of your
 Union especially the outstanding factors performed under
 your direction, and submit the finished chapter to you be-
 fore publication for your final approval..

There is no obligation nor commitment
 on your part or the Union's. Does this sound interesting?

Will you please advise me at your earliest
 convenience?

I will be honored by your cooperation
 because it is my firm belief you are the greatest champion
 of the working man in history.

With kindest regards and best wishes,

Sincerely yours,

Irving Auerbach

oeiu-3-afl-cio-mia

Irving Auerbach, D.O. 059 INTSE & MEMO
 celebrate San Francisco Labor Council
 celebrate Calif. State Fed. of Labor
 Author "HOW TO BE A SUCCESSFUL SHOP STEWARD"
 "UNIONIZATION AND EMPLOYMENT", etc.

*Orig to DB
 Letter 7/20/56
 Q N*

ADMINISTRATIVE FILE
Auerbach, Irving
X
X

November 23, 1955

Mr. Irving Auerbach
Auerbach Educational Productions
68 - 7th Avenue
San Francisco, California

Dear Mr. Auerbach:

Thank you very much for your letter of November 4 and for the congratulations which you extend. Because of an extremely heavy work schedule, I cannot at this time give proper consideration to the suggestion you make of producing a motion picture film. I shall place this on my calendar for sometime after the first of the year and will let you know of our decision at that time.

Sincerely yours,

DB:ja
ae

AUERBACH EDUCATIONAL PRODUCTIONS

HOLLYWOOD AND SAN FRANCISCO - ESTABLISHED 1910



MOTION PICTURE AND TELEVISION PRODUCERS - SCRIPT WRITERS - CAMERAMEN - SOUND TECHNICIANS
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RENTAL - CALIFORNIA STREETS, SAN FRANCISCO, CALIF. - PHONE FILLMORE A-4100
68 - 7th. Avenue

November 4th, 1955

Mr. Dave Beck, General President
International Brotherhood of Teamsters,
Chauffeurs, Warehousemen and Helpers of America
100 Indiana Avenue NW
Washington 1 D.C.

Dear President Beck

My heartiest congratulations in bringing before the whole world your remarkable accomplishments for working people as symbolized by your beautiful and impressive new headquarters building.

You may be justly proud of it, your truly marvelous organization and remarkable and capable people in it and what all of you have done and are doing in behalf of the membership socially and economically, employers by stabilizing hours, wages and conditions and the public by your encouraging better products and services at less cost.

I would like to produce a talking motion picture in 35mm and 16mm color depicting and describing the history of your great work and the Union so all the members of your 1000 Locals and those of other affiliations can thoroughly understand that the fine wages and short hours and benefits they enjoy today did not "just happen". The cost will be nominal.

You know me, President Beck and the very successful motion pictures I have produced for other Unions and through my book, "ARE UNIONS NECESSARY?" and I hope you will wire me so I can fly to Washington to start preparation of the "script".

I will do everything possible so the film will be just as you want it to be.

With my respects and highest esteem,

Fraternally yours,

caiu-36-afl-mls

Irving Auerbach, L.U.659 IATSE & MPMA:AFL

ADMINISTRATIVE FILE

Irving Auerbach
X
X

IRVING AUERBACH

68-7th AVENUE
SAN FRANCISCO 18, CALIF.

October 13th. 1955

Mr. Dave Beck, General President
International Brotherhood of Teamsters, Chauffeurs,
Warehousemen and Helpers of America
100 Indiana Avenue NW
Washington 1 D.C.

Dear Mr. Beck

Automatic pallets and other equipment in warehouses and automatic lifts and other equipment on trucks are the causes of many warehousemen and truck drivers losing their jobs and should there be another slight depression like in 1954 automation could be the cause of considerable unemployment in all crafts affecting Union members and their families livelihoods.

I am writing a book on AUTOMATION and a solution which I think you will like and as soon as the ms is finished will mail it to you for your opinion, suggestions and comments.

Your support and every Union officials is very necessary for its success and all I ask is that you send me your roster of Unions so I can mail a few copies of the 2nd printing of "ARE UNIONS NECESSARY?" to each of your Locals ON APPROVAL without any obligation to buy them.

The testimonial letters which you, Lewis Harkins, Joe Diviny, Peter Andrade, Rudy Thas and others of your great progressive Union sent me are proving very helpful but it is impossible to contact all your Locals without your roster.

Publication of my book on AUTOMATION is dependent upon my selling out the 2nd printing of "ARE UNIONS NECESSARY?" to finance the new publication.

Will you please send your latest roster to me? You have my word it will be held in strictest confidence and used solely for the above purpose.

Thank you very much for your support.

With best wishes and profound respect,

Fraternally yours,

oeim-36-afl-mia

Irving Auerbach
Irving Auerbach, P.O. 659 IATSE & IEMO: AFL
Debate San Francisco Labor Council